

Message Text

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PAGE 01 DOHA 00102 260655Z

11

ACTION NEA-09

INFO OCT-01 EUR-12 ISO-00 COME-00 EB-07 RSC-01 /030 W

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R 260606Z JAN 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC 130

AMEMBASSY LONDON

LIMITED OFFICIAL USE DOHA 0102

DEPT FOR NEA/ARP LUMSDEN: LONDON FOR LAMBRAKIS

E.O. 11652: N/A

TAGS : BEXP QA

SUBJECT : BUSINESS OPPORTUNITY IN QATAR FOR US PLANNING/
ARCHITECTURAL FIRM

1. DR. WILLIAM L. PEREIRA, BOARD CHAIRMAN OF WILLIAM L. PEREIRA ASSOCIATES, PLANNERS - ARCHITECTS - ENGINEERS, OF 5657 WILSHIRE BOULEVARD, LOS ANGELES, CALIFORNIA 908;6 IS PRESENTLY INVOLVED IN DELICATE NEGOTIATIONS WITH GOQ FOR URBAN PLANNING/ARCHITECTURAL WORK. IF NEGOTIATIONS SUCCESSFUL, PEREIRA'S PRESENCE HERE WOULD BE MAJOR BREAK THROUGH FOR US FIRM IN THIS FIELD WHICH HERETOFORE MONOPOLIZED BY UK COMPANIES. MILLIONS OF DOLLARS WBRTH OF BUSINESS COULD BE INVOLVED.

2. PEREIRA HAS MADE TWO TRIPS TO DOHA, MOST RECENTLY JAN 21-24, AND HAS ASKED WHETHER WE CAN FACILITATE HIS COMMUNICATING WITH GOQ. SINCE WE BELIEVE IT IS IN UEAINTEREST TO BE HELPFUL, WE HAVE GIVEN HIM NAMES OF LUMSDEN OF NEA/ARP AND LAMBRAKIS AT EMBASSY LONDON AS CONTACT POINTS SHOULD HE REQUIRE ASSISTANCE IN SENSITIVE COMMUNICATIONS WITH GOQ.

3. WOULD APPRECIATE ADDRESSEES' COOPERATION IF CALLED UPON BY PEREIRA.
PAGANELLI

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